## TRANSCRIPT PREPARED BY THE CLERK OF THE LEGISLATURE Transcriber's Office FLOOR DEBATE

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would I...how could I go about getting...could I get a cheaper loan? Do people get cheaper loans? What rates do they get under this new bill that we're going to have here?

SENATOR LANDIS: Ask...I'd like you to ask me a question, and I'll do my best here. I couldn't understand the question.

SENATOR ROBAK: I'm sorry.

SENATOR LANDIS: If you'd ask me a question, I'll do my best.

SENATOR ROBAK: Yes, I have a business. I did get a loan from a business...for our business, and I want to know how this could help me, if I want to expand my business. Will I be able to get a loan at a lower rate, or how is this going to work for me?

SENATOR LANDIS: What could a businessperson expect by way of the value of this bill? A businessperson who could not find appropriate financing in the existing market could go to this clearinghouse and meet investors or investor networks who did have capital and who were looking for investments. Perhaps it was a risk profile that a normal investor, like a bank, wouldn't want to invest in; perhaps it was a high-tech business, but the local businessperson, who had an idea and who wanted capital and who could not otherwise find it, could go to this place and find potential investors who would offer them possibly terms for a loan that would allow them to expand their business. The terms, there is no guarantee as to what the terms are here other than they need to be acceptable to both parties.

SENATOR ROBAK: Okay, then so if I can get a conventional loan, business loan, then I would not be a prospect or a candidate for this Venture Act, would I, because I already have one? And so, therefore, it's only for those new businesses that cannot get loans, is that right?

SENATOR LANDIS: No.

SENATOR ROBAK: Okay, clari...could you clarify that then?

SENATOR LANDIS: Yes. There is no requirement that you only